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BEFORE

THE PUBLIC SERVICE COMMISSION OF

SOUTH CAROLINA

DOCKET NO. 2017-374-T

IN RE:

APPLICATION OF SALT MARSH
VENTURES, LLC D/B/A TWO MEN
AND A TRUCK OF BEAUFORT FOR
A CLASS E (HOUSEHOLD GOODS)
CERTIFICATE OF PUBLIC
CONVENIENCE AND NECESSITY

TELEPHONE
DEPOSITION OF: ALICE BURKE

DATE: February 15, 2018

TIME: 10:09 A.M.

LOCATION: Law Offices of Adams & Reese
1501 Main Street, 5th Floor
Columbia, SC

TAKEN BY: Counsel for the Applicant

REPORTED BY: Wanda K. Cecil
Certified Court Reporter

A. WILLIAM ROBERTS, JR. & ASSOCIATES

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18
19
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25 (INDEX AT REAR OF TRANSCRIPT)

1 ALICE BURKE,
2 being first duly sworn, testified as follows:

3 MR. PRINGLE: And let me just add, my
4 name is Jack Pringle. I represent the applicant in
5 this case. And Ms. Burke, we could tell if you were
6 raising your hand. We know that you did raise your
7 hand. We have ways of knowing that; but in this
8 case, you definitely.

9 So anyway, this is the case of Salt
10 Marsh Ventures, LLC d/b/a Two Men and a Truck of
11 Beaufort for a Class E, household goods, certificate
12 of public convenience and necessity. And this is
13 Alice Burke, shipper witness deposition that was set
14 up or allowed by a commission order or directive
15 that I don't need to publish here.

16 And, Jenny, do you want to just
17 introduce yourself before we get started?

18 MS. PITTMAN: Yes. My name is Jenny
19 Pittman and I'm an attorney for the Office of
20 Regulatory Staff.

21 EXAMINATION

22 BY MR. PRINGLE:

23 Q. All right. Well, we'll go ahead and get
24 started with this deposition. Ms. Burke, if you
25 could, please state your name and business address

1 for the record.

2 A. Yes. Alice Burke and my business
3 address is 1503 Paris Avenue in Port Royal, South
4 Carolina.

5 Q. Okay. What do you do for a living?

6 A. I am a real estate -- well, realtor.
7 I'm an agent there at the Apex Real Estate Office in
8 Port Royal.

9 Q. What is your -- well, before we get into
10 that, tell me a little bit about your background,
11 you know, maybe prior to this particular company.

12 A. Well, before Apex Real Estate, I worked
13 approximately 16 years downtown in retail in
14 Beaufort at Bay Street Outfitters. So that's where
15 I was for, you know, 16 years before I went into
16 real estate; but I have had my real estate
17 license -- when I first received my license back in
18 2006, I had it activated for a little while and then
19 went into retail and then back into real estate.

20 Q. Okay. Talk a little bit about where
21 you've lived or have you lived in the Beaufort area
22 or the Port Royal area for a while?

23 A. I have lived in Beaufort -- well, born
24 and raised in Seabrook, which is outside -- it's
25 Beaufort County. And have lived in the City of

1 Beaufort for 25 years and own a vacation rental in
2 Port Royal now since -- well, I've had it active
3 since 2015.

4 Q. Okay. And just for my edification, it
5 shows how little I know about the geography, explain
6 where Port Royal is in proximity to Beaufort and the
7 other places you've been talking about so far.

8 A. Beaufort and Port Royal are real close
9 together. Just to kind of give you an example. I
10 live on West Royals Oaks Drive in Beaufort and you
11 can actually get into your golf cart and drive the
12 back roads to Port Royal. So Port Royal is five to
13 ten minutes away from Beaufort.

14 Q. Okay. All right. And talk a little bit
15 more about what about your company does. I mean,
16 you've already described it a little bit; but talk a
17 little bit more about what that involves.

18 A. Well, you know, it's Apex Real Estate
19 and it is owned by a mother and son that have been
20 involved in real estate for a very long time. Sing
21 is, you know, in her 80s and Carl is her son that's
22 about my age, so I want to say he's in his late 50s.
23 And the business that we handle there at our real
24 estate office is, of course, selling and listing
25 residential and commercial property.

6

1 Q. Okay. Give me a sense of what your, if
2 you know -- and, again, this is back of the envelope
3 or just off the top of your head, what the
4 percentage mix is between residential and commercial
5 property.

6 A. Oh, gosh. I would say, if I had to
7 guess off the top of my head if I was looking at
8 percentages, that there's probably -- I mean, I know
9 that's there more residential properties that we
10 handle than commercial. You know, percentage wise,
11 I would say probably 85 percent more residential
12 than commercial.

13 Q. Sure. Okay. And how is -- you know,
14 for lack of a better characterization, how is
15 business right now for you and your company?

16 A. Business is really good. You know, we
17 have -- we have several listings. We're a small --
18 small company; but we have several listings. And
19 what I've noticed is that some things that you list
20 will go quickly and then some things that you may
21 have had listed for six months to a year is, you
22 know, selling as well. So it's kind of all across
23 the board as far as, you know, real estate. I know
24 that just in my --

25 THE COURT REPORTER: Did we lose you?

1 MR. PRINGLE: We lose you? Alice?

2 (No response.)

3 MR. PRINGLE: Jenny, are you still
4 there?

5 MS. PITTMAN: I'm still here.

6 MR. PRINGLE: Okay.

7 (Off-the-record conference.)

8 BY MR. PRINGLE:

9 Q. We're back on the record. Last thing I
10 remember that you were talking a little bit about
11 your listings and your company; but then I believe
12 you were starting to talk other things you've seen
13 or observed, so I'll let you just go from there.

14 A. Yes. So what I -- and, you know, I was
15 talking about my friends that are also realtors.
16 And they are realtors in the Bluffton, Hilton Head
17 area, as well as Beaufort. And I know that in the
18 Bluffton area that things are, you know, really
19 hopping and they've been very busy with, you know,
20 their residential properties. So that's where I was
21 going with that.

22 Q. Okay.

23 A. We have been busy on our -- you know,
24 we're a small company in Port Royal; but they also
25 work for a much larger company, Coldwell Banker,

1 and, you know, they have been busy as well.

2 Q. Okay. So does that --

3 A. So we can just tell that there's an
4 increase, you know, and that it's been really -- and
5 it's been increasing since, I think, 2014 --

6 Q. Okay. What kinds of --

7 A. -- for properties.

8 Q. What kinds of things, you know, show
9 that increase? I mean, what do you know about in
10 what you've talked about there in Beaufort County,
11 Bluffton, Jasper County? What kinds of things are
12 fueling that growth?

13 A. Well, I think, you know, one thing that
14 is fueling the growth is that just with, you know --
15 I can just give an example if, you know, if you ever
16 read Southern Living Magazine, they have Beaufort
17 listed as one of the top -- the best small town.
18 And, you know, so of course that attracts a lot of
19 people to move to the coast.

20 I think, you know, the port selling in
21 Port Royal and they're starting to develop it. And,
22 you know, then of course, houses are being built,
23 you know. And I just think that there's a lot of
24 people that are -- that are interested in living on
25 the coast so, of course, there's growth that comes

1 along with that.

2 Q. Okay.

3 A. I mean, you know, an example, our
4 highway. You know, Highway 21 coming into Beaufort,
5 you know, that has been redesigned now to help with
6 traffic flow. So, you know, there's all kinds of
7 things happening here in Beaufort.

8 Q. Okay. Yes.

9 A. And the surrounding area.

10 Q. You mentioned the port in Port Royal.
11 Talk a little bit about what that's expected to do
12 in terms of people and growth.

13 A. Right. Well, the port has sold and so
14 what is going on with that and, you know, of course
15 I have done -- you know, I've stayed on top of it
16 because, of course, we're located in Port Royal. So
17 with their development plan, they plan -- their plan
18 includes 400 residences, you know, approximately.
19 And then they're also going to have stores,
20 restaurants, a hotel, and a marina. So, you know,
21 that's huge for our little community and so it's
22 good. It's a good sign.

23 Q. Do you how many jobs there might be
24 created in connection with the construction of that
25 port?

10

1 A. They're talking about, I think, around
2 900 jobs.

3 Q. Okay.

4 A. No. I'm sorry. That's for the Jasper
5 Port.

6 Q. Okay.

7 A. You know, I study both of these. The
8 Jasper.

9 Q. Okay.

10 A. I want to say it was about 400 jobs that
11 will be created for the port of Port Royal.

12 Q. Okay.

13 A. And then, too, we also have another port
14 that's going to be developed in Jasper County and I
15 know that that's going to create about 900 jobs for
16 that area.

17 Q. Okay. And then are there some -- are
18 there some residential developments in Beaufort and
19 Jasper County that people are moving to?

20 A. Well, we have Sun City and I want to say
21 that might be Jasper County. I can't remember if
22 it's Jasper or Beaufort County. That has 10,000
23 permanent residents and I'm not sure how many
24 part-time residents; but there are people that --
25 you know, that's a 55 age or over community. And

1 then there's also talk of a Margaritaville coming
2 and I think that's coming to Hardeeville. From what
3 I've read, that's going to have about 3,000-plus
4 homes in that development as well. So, you know,
5 that's kind of what's going on over in that area.

6 Q. Okay. And you mentioned those two
7 developments and that they cater to people who are
8 55 and over. What do you know about the number of
9 people in the United States that are 55 and over
10 now?

11 A. Oh, well, not really sure. I mean,
12 there is a lot of 55 years, you know. I guess the
13 baby boomers so to speak. So, you know, they're
14 starting to think about where they want to retire.
15 And, of course, a lot of those baby boomers want to
16 come to the coast to live.

17 And so, you know, I can only give you an
18 example of -- I was at an open house and had a
19 couple that had moved to Sun City and, you know,
20 felt like that that's where they wanted to be. But
21 now, they'd had a change of heart and said that
22 they're not -- they're not old enough to be in Sun
23 City, so they're looking for a house now in
24 Beaufort. Just to kind of give you an example of
25 what my exposure has been.

12

1 Q. Sure. And they're looking to move from
2 one place in South Carolina to another place in
3 South Carolina?

4 A. Of course. And, you know, I've lived
5 that in my life with my child. My child went to
6 school in Charleston at the Citadel and lived in
7 Charleston afterwards and went to law school and
8 then moved from Charleston to Greenville to start,
9 you know, working in his practice.

10 Q. Uh-huh.

11 A. So, you know, there's -- and then I've
12 talked to people that have moved from -- you know,
13 that moved to Myrtle Beach and said, oh, my
14 goodness, it was just too crazy for them. So they
15 moved from Myrtle Beach to Beaufort.

16 Q. Okay. Do you have any personal
17 knowledge about other people moving from one place
18 in South Carolina to another place in South Carolina
19 in the recent past?

20 A. Well, from one place to the next in
21 South Carolina? You know, the one person that rings
22 true to me is, you know, Mr. Barnes that's going to
23 be starting his business. I mean, here he is. He
24 established in Greenville and has decided to start a
25 business here in Beaufort. So that's, you know, one

1 person that comes to mind for me, you know --

2 Q. Sure.

3 A. -- that I've been working with.

4 Q. Okay.

5 A. And I know that there are several
6 others. You know, just to kind of give you an
7 example. I was at another open house and I had a
8 couple that had come in. Well, they had moved to
9 Beaufort, didn't have a whole lot of time to look at
10 houses while they were here, so they moved in one
11 community, which is Picket Fences. And now, they've
12 decided that they're looking for a home that's a
13 little bit more Beaufort. So, you know, that's just
14 moving here within the City itself. So there's a
15 lot of, you know -- I mean, people are changing jobs
16 and so, of course, they're changing their
17 location --

18 Q. Sure.

19 A. -- within the State.

20 Q. Okay. And what do you know, from the
21 experiences that you've described, about the moving
22 companies that are currently serving the areas you
23 know about?

24 A. Well, the moving -- I would say lack of
25 moving companies for here, you know, as far as local

1 moves go, in state. I think we only have a couple
2 of companies here and they move like cross county or
3 out of state. So, you know, there's a need here for
4 a moving company for people who are moving from
5 houses or apartments, offices. You know, people --
6 single items, you know. If somebody needs a piano
7 moved, you know, who are they go to call? They're
8 not going to call a company that moves people to
9 Arizona, you know. They need -- they need a local
10 company that they can rely on.

11 Q. Okay. Do you think the -- do you think
12 the moving market or the market for movers can
13 handle another in the area?

14 A. Well, I do. You know, I've done a
15 little bit of research of my own as far as the Two
16 Men and a Truck, you know. And I looked at their
17 business that they've started in Charleston, which
18 is an hour and a half away with two trucks, and that
19 business has increased, you know. I think, they
20 started there in '97 and I want to say that they
21 have like 13 trucks now. And that's, you know, in
22 the Charleston area. So I think that Beaufort can
23 support the business with no problem.

24 We're looking at a place that has two --
25 we have an air station and then we also have Patris

1 Island, which trains recruits. We have a naval
2 hospital. We have Beaufort Memorial Hospital. You
3 know, when you talk about people moving, you're not
4 only talking about the area; but you have physicians
5 and nurses and then, you know, schools. I mean,
6 we've increased -- we have several new schools, so
7 then you have teachers that are -- you know,
8 educators that are moving into the County as well.

9 Q. Excellent. Excellent. And tell me,
10 just to clarify, how do you know Mr. Barnes, who is
11 associated with this company?

12 A. Well, I know Mr. Barnes. I met Mr.
13 Barnes through my son. They both went to school
14 together at the Citadel and they both are in the
15 Army Reserves. And Mr. Barnes had mentioned to my
16 son that he was looking for a realtor. And Mark was
17 like, well, I think I know one. My mom is
18 practicing real estate, so that's how I met Robbie.

19 Q. Okay. If the company gets the
20 certification or gets the authority that they're
21 seeking in this application, will you refer moves to
22 it?

23 A. Absolutely. I told Robbie, you know,
24 anything that I can help him with as our business
25 grows together. Absolutely, I would recommend and

ALICE BURKE - EX. BY MS. PITTMAN
1 send him business.

2 Q. Okay.

3 A. And the place that he has chosen. You
4 know, he's purchased this townhouse here in
5 Beaufort. And the young lady that I worked with on
6 that project as well has said the same thing. You
7 know, there's people moving in and out of that
8 location, you know. So we would support his
9 business 100 percent.

10 MR. PRINGLE: Okay. Well, that's all
11 the questions that I have. Please answer any
12 questions that Ms. Pittman might have.

13 THE WITNESS: Okay, Ms. Pittman.

14 EXAMINATION

15 BY MS. PITTMAN:

16 Q. I have just one quick question. I
17 apologize if you answered this and I missed it.

18 A. That's okay.

19 Q. But how often do you get asked -- when
20 you're working with homeowners, how often do you get
21 asked for help finding movers?

22 A. All the time. All the time. Yes. You
23 know, when people are new to the area, they have --
24 they don't know the lay of the land or who to call,
25 so we're always being asked, you know, who can help

ALICE BURKE - EX. BY MS. PITTMAN
1 us move? You know, who do we call?

2 Q. Okay.

3 A. And that's why we have -- excuse me.

4 Q. Do you just keep like a list that you --
5 of people that you trust and use and recommend out
6 to homeowners?

7 A. Right. I mean, you kind of have to be
8 careful with that; but we do keep a list of who we
9 trust to help our clients.

10 MS. PITTMAN: Okay. That is all that I
11 have for you.

12 THE WITNESS: Okay.

13 MR. PRINGLE: Okay. And I certainly
14 don't have any follow up, Ms. Burke. And I think we
15 talked about this before and you're going to -- just
16 to clarify, you're going to waive, w-a-i-v-e,
17 reading and signing of your deposition?

18 THE WITNESS: I am.

19 MR. PRINGLE: Okay. Well, I thank you
20 very much for your time on this and helping us out
21 on this. And I think now we'll close the deposition
22 and, again, appreciate everybody jumping on these
23 calls and getting this done.

24 THE WITNESS: Well, thank you. It was
25 nice talking to you both of y'all. And I apologize

ALICE BURKE - EX. BY MS. PITTMAN
again about my phone. I'm still kind of mystified
about what happened.

MR. PRINGLE: Right. No worries.

THE WITNESS: Y'all have a good day.

MS. PITTMAN: Thank you.

MS. PRINGLE: Bye bye.

(The deposition was concluded at 10:44
a.m.)

CERTIFICATE OF REPORTER

I, Wanda K. Cecil, Certified Court Reporter and Notary Public for the State of South Carolina at Large, do hereby certify that the foregoing transcript is a true, accurate, and complete record.

I further certify that I am neither related to nor counsel for any party to the cause pending or interested in the events thereof.

Witness my hand, I have hereunto affixed my official seal this 15th day of February, 2018 at Columbia, Richland County, South Carolina.



A handwritten signature of Wanda K. Cecil in cursive script.

Wanda K. Cecil
Certified Court Reporter
My Commission expires
December 28, 2026

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A. WILLIAM ROBERTS, JR., & ASSOCIATES (800) 743-DEPO

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